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Report of

Agricultural Conference

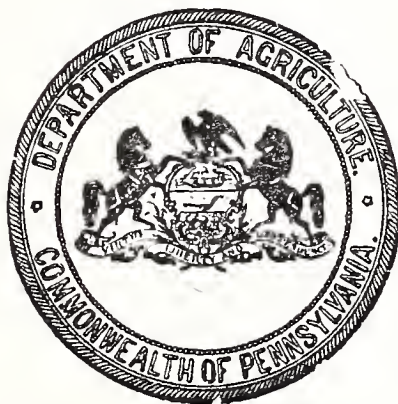
held in

Senate Caucus Room

Capitol Building

Harrisburg, Pa.

February 20-21, 1923



F. P. WILLITS, Secretary of Agriculture, Harrisburg, Pa.

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FOREWORD

Realizing the need for improved marketing methods, and particularly for cooperative marketing properly developed and administered, as fundamental factors in the betterment of conditions on the farm, a meeting of representatives of farmers' organizations, state governmental and educational agencies, and cooperative and marketing organizations of the state was called by the Governor to discuss fully and frankly the problems now confronting them.

It was also deemed advisable that there should be a better understanding of methods under which farmers' marketing organizations are operating so that a greater unity of action could be put into practice. The interchange of ideas developed a broader knowledge of this important subject.

The representatives attending this conference were most earnest in their endeavor to initiate sound marketing and production principles of mutual benefit to both producer and consumer. The assembly was divided into committees to study important products and report to the general meeting. A reproduction of the reports presented and adopted in general sessions are presented in this publication and reflect the mature judgment of the respective committees. It is the request of the Department that careful study be given these reports.

F. P. Willits

Secretary of Agriculture

PENNSYLVANIA AGRICULTURE CONFERENCE

The first statewide agricultural conference in Pennsylvania was called on February 20, 1923 by Governor Gifford Pinchot at the request of Secretary of Agriculture, Frank P. Willits. Sessions continuing thru the following day were held in the Senate Caucus Room, Capital Building, and over 200 representatives of cooperative associations, farmers' organizations, the agricultural press, the distributing trade, and state governmental and educational agencies were present.

Secretary Willits, who presided during the conference, made a brief welcoming address, saying in part:—

"Farmers, owing to the depreciated value of farm products and high costs of farm implements as well as higher labor costs, find themselves in a difficult position. Farm products, on the average sell at practically the same prices as prevailed before the late war. In many cases, prices are even lower than in 1914 while costs of production are from 50 to 100 per cent higher.

"Governor Pinchot, as well as myself, believes that much can be gained by the coordination of the ideas of farm and cooperative marketing organizations of the state. We can learn by a frank interchange of ideas and opinions. We can profit by the successes as well as the failures of others.

"Milk Producers' Organizations have gained much for their dairy-men by organized effort, in the marketing of their products. They have obtained, on the average, about 95 per cent of the prices of 1914 while the average price of general farm products has been from 65 to 70 per cent.

"A large measure of education is necessary not only for the farmer but for the public as well. The consumer must be educated that farmers can not continue on the present basis. Cooperation, both on the part of the farmer and consumer will be necessary to bring about the desirable end. Orderly marketing is one way to relieve the situation and should be carefully studied by all."

Dr. John M. Thomas, President of Pennsylvania State College, who was then called upon, congratulated the Secretary of Agriculture on his happy thought that made this gathering of agricultural organizations of the state possible. He said that State College was ready to cooperate, to the fullest extent with the Secretary and the Department of Agriculture in the formulation and prosecution of an agricultural program that will be helpful for the State of Pennsylvania. There is a need for the dissemination of scientific knowledge to the farmers. Pennsylvania, he stated, had one of the best ex-

tension services in the country and he asked for a better measure of support for the Agricultural Experiment Station. There is a need of better research work and better facilities to care for scientific and experimental work.

A Department of Agricultural Economics, President Thomas said, should be established and maintained to train students in the work necessary for the proper development of cooperative marketing. Penn State needs an adequate plant. Buildings and other facilities are lacking and it is impossible to give students the proper education without the proper plant. Agricultural students, he said in closing, are given the right of way and no students in that department of the college had been turned away.

John D. Miller, President of the National Milk Producers' Federation and Vice-President of the Dairymen's League Cooperative Association, was then introduced by the Secretary and said in part:—"I appreciate highly the action of the Secretary in calling this conference and I believe that it may have great possibilities for the agriculture of Pennsylvania. The readjustment of agriculture and its depressed condition is due to the conditions following the Great War. Ultimately, this depression will be corrected but that it will take some time. It is not because our farmers are not efficient, for in fact they are the best in the world, but rather because of inefficient marketing, which represents the continuation, or what might be termed the other end of agriculture.

"What is the object of cooperative marketing? Its enemies insist that cooperative marketing means the arbitrary fixing of prices, regardless of the law of supply and demand. Any organization that does that is bound to fail.

"The real purpose of cooperative marketing is to see to it that what farmers receive are the prices based on the law of supply and demand and supply and demand at the right time and place. The supply and demand in the consumptive market which is reflected back to the producer on the farm.

"Orderly marketing is a factor of cooperative marketing. An adequate supply must be assured but never more than an adequate supply. Selling without orderly marketing is a dumping process. Bumper crops bring less return, in the aggregate. Every bushel of wheat produced will ultimately be consumed but this prospective demand is too often lost sight of.

"Agriculture is one great fundamental industry, founded on the right of private property and private gain. Cooperative associations, because of their direct and proper solution of agricultural problems will become the decisive factor in maintaining our ancient landmark."

In conclusion, Mr. Miller said, "Somehow, in no particular way, but somehow, our Secretary of Agriculture will find a way, to hold

these periodic conferences, to present and explain views, to discuss problems for our mutual benefit because no one branch of agriculture can permanently prosper while another continues depressed."

Secretary Willits then presented Mrs. F. B. Black, president of the Society of Pennsylvania Farm Women, who said that the Farm Women are not an organization for cooperative marketing but one for the betterment of the farm homes. Women represented 50 per cent of the people on the farm and have been considered in the light of three meals a day, too long. The farm women are not a minor problem in agriculture and that they must be expected to be heard from.

R. W. Balderston, representing the Pennsylvania State Dairy Council,, then presented the following resolution:

"Whereas, the manufacture and sale of filled milk was a menace to the dairy industry and injurious to the health of the nation, be it therefore

"Resolved, That the delegates of 318 farm organizations assembled in conference at Harrisburg, Pa., on call of Governor Pinchot urge that immediate favorable action be taken by the United States Senate on the Voigt Bill and that the Pennsylvania Senators be urged that every effort be used to give this measure precedence due it as a health measure and for the protection of agriculture and the dairy industry."

The adoption was moved together with a resolution that the same be telegraphed Senator G. W. Pepper and Senator David A. Reed. The motion was unanimously adopted.

A brief address by the Hon. Gifford Pinchot, Governor of Pennsylvania, followed. The Governor said, "I am a dirt farmer and I am proud of it. I have had years of genuine interest for the farmer. With Secretary Willits, that old granger, I have been at it for years. We have been trying to find out what ought to be done. I have one or two convictions on this matter and the fundamental one is that cooperation is the road along which we have got to travel to reach things that have got to be done.

"We know what other countries have done in this matter and one main reliance, cooperation, has brought them out of hard times and put producers on their feet. Cooperation is not so much a method as it is a life.

"We must have a spirit of get together, work together, the position and attitude of give and take, not only and solely for ourselves but for the common good. A fellow can not keep on hating a man if they sit down and work together for the things they both need,

"My interest in this matter is not new. I believe in it and it gave me very keen pleasure and gratification when Secretary Willits brought the idea of this conference to me. I am confident it will

bring results. The farm people of Pennsylvania are blanketed by the other industries of the state and you are here with a real object. I believe that you and Secretary Willits will get together and render a real service to the Commonwealth, in which I will help with all my power."

Deputy Secretary of Agriculture John M. McKee, then announced the working program of the conference.

PLANS OF CONFERENCE.

The Conference is planned as a working one where those attending will be subdivided into committees based on commodity interests, as follows:

Grain and Hay	Tobacco	Dairy
Potatoes	Horses	Sheep
Fruits	Swine	Poultry
Vegetables	Beef Cattle	

These committees will be supplied with such statistical data as the Department has available. Their personnel will be representative of all phases within that industry, including production, marketing, educational and regulatory phases. Each committee will be expected to prepare a program for the development of the industry, so that Pennsylvania farmers can profitably meet existing outside competition in our own splendid markets by the adoption of the most efficient marketing and production methods and agencies. In addition, it is hoped to develop the best methods and means for putting such a program into effect and the proper function of the various public agencies which should participate in furthering such a plan.

Tuesday, February 20, 10:30 A. M.

Chairman, F. P. Willits, Secretary of Agriculture.

Addresses:

Honorable Gifford Pinchot, Governor of Pennsylvania

Dr. J. M. Thomas, President of Pennsylvania State College

Outline of Plans and Organization of Committees.

Afternoon, 1:30

Committee Meetings.

Evening, 7:30

Open Forum Meeting.

Opportunity will be given here to take up any special questions that the Conference does not cover.

Wednesday, 9 A. M.

Presentation and Adoption of Committee Reports.

The report of each committee will be presented and an opportunity given for discussion. This will probably take the greater part of the day.

SUGGESTIONS TO COMMITTEES AS TO THE ORGANIZATION OF THEIR REPORTS.

This is only intended as a suggested outline and may indicate some items that do not apply and leave out others that should be included, so the final form and subject matter is left to the good judgment of your committee.

THE OBJECT.

We are suggesting that you start from the standpoint as to what the market demands are, and work from there back through the stages of distribution and production, indicating the important steps that should be taken to promote the highest development of this commodity industry, especially as to places where cooperation offers most promise. As an aid in this we are supplying all statistical data available which may be incorporated in the report at the proper place.

OUTLINE.

I. What Does the Market Demand

- a. For local consumption.
- b. For commercial distribution through trade channels.
- c. For manufacturing or processing.

By demand we refer largely to Pennsylvania markets, although recognizing that the world demand is the dominant factor in selling some products. Demand should be considered as to the quantity, quality, seasonal variation, etc.

II. To what extent are Pennsylvania farm products meeting this demand.

- a. As to quantity, quality, seasonal production.
- b. Through what distribution agencies and methods.
- c. By efficient methods in production.
- d. By offering standardized products effectively advertised.

III. What competition must Pennsylvania products meet in the future in severely competitive markets the excellence of which attracts commodities from world-wide areas in standardized grades, intelligently and widely advertised through efficient private and cooperative production and distribution agencies.

IV. What can we do to successfully meet this competition through increased efficiency.

A. In marketing.

a. In rendering the following marketing service.

(1) Assembling, (2) Grading and standardizing, (3) Processing, (4) Packaging, (5) Storing, (6) Transporting, (7) Financing, (8) Distributing.

b. By Cooperative action. Experience has shown that cooperative organization leads to the adoption of more efficient production methods, the standardization of the product, a better adjustment to market demands, more efficient distribution, and the development of a better community spirit. The committee is requested to indicate the field in which they believe that cooperation can be most effective.

c. By advertising.

B. In production.

a. By the adoption of improved varieties or breeds, especially on a community or cooperative plan.

b. By disease and insect control.

c. By economics in production through

1. Cooperative breeding associations, cow-testing associations, etc.

2. Cooperative purchase of supplies.

d. By producing commodities in which economic factors, such as freight rates, nearness to market, and other competitive conditions offer distinct advantages.

V. How can governmental agencies assist most effectively in the development of this program?

A. Research—investigations.

B. Education—training men.

C. Agricultural Extension.

D. Crop and market information.

E. Inspection at shipping or market points.

F. Regulatory and control work.

VI. What legislative measures, State or National, are of importance in this industry.

The conference then adjourned to meet at 8 P. M. for the submission of the reports prepared in the committee meetings held during the afternoon.

TUESDAY EVENING SESSION.

At the evening session the attendance was fully as large as at the morning meeting, the Senate Caucus Room being filled to capacity. Chairman Willits, in opening the meeting, called for any general discussions on subjects which were not included in the committee reports which were to be submitted. As there was no general discussion, the reports of committees were then received.

The report of the Horse Committee, presented by Joseph M. Vial, Secretary, was received, and adopted as read.

REPORT OF THE HORSE COMMITTEE.

Chairman, Dr. G. A. Dick ————— Secretary, J. M. Vial

The committee on horses respectfully makes the following report relative to the present status of the horse industry:

There has been a decrease of 3.9% of horses one year old and over on farms in Pennsylvania from 1910 to 1920, and a decrease of colts under one year on farms from 1910 to 1920 of 55.2%.

In 1920 there were 686,302 head of horses and mules in this State. Figuring 8% per annum for replacement alone we would be obliged to raise 54,904 head per annum. As a matter of fact we had on farms in Pennsylvania only 15,760 colts under one year of age in 1920 meaning that to supply the demand for replacement alone we would have to ship in a little over 70% of our horse stock or in round numbers about 1,957 car loads, a string of horses single file from Harrisburg to Sunbury. The number we have produced has decreased in the past three years. An increase of 39.4% in the number of horses passing through our 67 leading horse markets in the United States in 1922 over 1921 indicates that our supply and demand are growing farther apart.

The market demand is confined at present to 5 classes of horses primarily namely:

- Big sound drafters
- Big sound draft mules
- Small mining mules
- Tippy wagon horses
- Saddlers

/ We are obliged to compete pretty largely against the western farmer: who is producing these horses on land the value of which averages two and three times that of ours. Our blue grass they cannot begin to produce. Our markets are at our very doors, their markets are hundreds of miles distant.

Suggested method of improving the situation:

1. By cooperation in the purchase and use of superior breeding stock, the standard of the horses of the state can be materially raised. Experience teaches us that the foreign countries having the best laws pertaining to horse breeding are now producing the world's best horses. It is the opinion of the committee that our present stallion laws are equal if not superior to anything of their kind in this country and it is felt by this committee that these laws should be maintained and supported.

2. By condemning the formation of stallion associations by unscrupulous dealers.

3. By encouraging more interest in the application of better methods of care, feeding and management.

4. By encouraging the selection of an individual breed particularly adapted to each specific locality, which will tend to make that community outstanding for its particular breed or type.

5. The committee recommends further:

a. Research investigation.

b. Horsemanship among young particularly, i. e. through colt clubs, riding clubs, general and more promiscuous handling of horses.

c. Closer study of market demands.

d. By encouraging the production of ton horses which command top prices, for in so doing, enough undersized horses will be produced to supply the farm trade and any other special market.

e. By recommending the shipping of horses in properly cleaned and disinfected cars and avoiding sale stables as far as possible in transit.

f. By the cooperative purchase of heavy drafters direct from producers, shipped direct to the purchasers avoiding stockyard diseases and costs so far as possible.

g. By encouraging the use of more horses as an economic advantage in our cities and on our farms, also under suitable conditions the use of larger horse units and hitches as a labor saving factor.

Chairman, Dr. G. A. Dick,
Philadelphia.

Secretary, J. M. Vial,
State College.

Dr. H. R. Church,
Harrisburg.

The report of the Vegetable Committee was presented by W. B. Nissley, Secretary, and resolutions presented by the Committee were approved.

REPORT OF THE VEGETABLE COMMITTEE.

Chairman, R. L. Watts* ————— Secretary, W. B. Nissley

In considering the marketing situation in Pennsylvania from the standpoint of vegetables we find that the methods practiced include all that are known to the industry, from wholesale shipments of special crops in carload lots to the peddling of a variety of vegetables in a retail way from door to door. The industry is widely scattered over the State and with few exceptions has not been standardized in any way. Statistics show that a large part of the vegetables consumed in this State are imported from outside sources, many in competition with seasonal homegrown produce. One of the most important problems confronting Pennsylvania vegetable growers is how to compete with this outside trade. It is the unanimous opinion of the Committee that there is urgent need for improvement along the following lines:

1st. Standardization of packages, both for the retail and wholesale trade. At present produce is marketed in a variety of packs, many of which are used with the idea to deceive the purchaser. The committee is heartily in sympathy with the McNary Bill now before Congress and will later submit a resolution for its immediate adoption.

2d. The improvement of quality of food value in vegetables by the use of the proper varieties that are especially adapted to our numerous local markets and will have preference over shipped poorer quality produce.

3d. A closer and more systematic grading of vegetables which will result in the elimination from our market of the so-called culls which is the cause of much of the over production in time of gluts. We recommend that the existing agencies continue and enlarge on this particular work.

4th. Advertising homegrown vegetables. In some cases on our small markets this may be done by the individual grower or through existing growers' organizations. This advertising will advise the consuming public of the arrival on the market of certain products in quantity, increase the consumption and consequently help to eliminate gluts.

5th. Educating the consuming public to the wholesome and health giving qualities of vegetables which is endorsed by leading physicians and dietitians.

On account of the splendid local markets that Pennsylvania offers and as most of the growers market their vegetables in a retail or semi-retail way, few cooperative selling organizations exist. The

*Prevented from serving by illness.

need for better marketing facilities has resulted in the formation of a few associations for marketing surplus products, and necessity will probably result in further development along this line as rapidly as there is demand for it. The five previous recommendations, are all closely related to successful cooperation and their widespread adoption will do much to make cooperative selling successful wherever it is adopted. Cooperative buying organizations are more common and should be encouraged.

Resolution 1. Be it resolved: That we the vegetable committee of this Agricultural Conference heartily endorse the purpose for which this Conference was called. Likewise, we wish to go on record as approving the work now being carried on by the State Department of Agriculture and the Pennsylvania State College and that we wish to see the work extended to include a further development of cooperative organizations, standardization of packages, grading of vegetables, advertising and educational work among consumers.

Resolution 2. Be it resolved by the representatives of the vegetable committee of this Conference: That the McNary Bill (S. 4399) now before the United States Senate which provides for standard sizes of hampers, round stave baskets, and splint baskets throughout the United States be supported and that telegrams be sent to the Pennsylvania Senators and to Senator McNary requesting prompt action for the passage of said bill during this session.

Chairman, R. L. Watts,
State College.

Secretary, W. B. Nissley,
State College.

M. C. Black,
Allison Park, R. 2.

S. Herbert Starkey,
Bustleton.

George Lafbury,
Pittsburgh.

C. N. Smith,
Lewistown.

E. H. Lovett,
Morrisville, R. 1.

L. D. Mills,
Wilkes Barre.

Harry W. Pierce,
Wilkes Barre.

Achsah Lippincott,
Harrisburg.

P. H. Sprenkle,
Doylestown.

Mrs. H. D. Ruhl,
Manheim, R. 5.

Mrs. Abram Wolgemuth,
Manheim, R. 5.

C. B. Rosenberger,
Philadelphia.

James D. Hutchinson,
Wilkes Barre.

R. B. Dunlap,
Hollidaysburg.

C. E. Garrahan,
Kingston.

Robert J. Walton,
Hummelstown.

A discussion on the value of advertising in the marketing of farm products followed. R. W. Balderston cited the advertising and educational campaign which had been carried on in improving the demand for milk. He stated that the use of two green vegetables and fruit each day had been included as a portion of this campaign. Mr. Nisley reported that the vegetable growers at their January meeting had agreed to contribute for advertising purposes a sum equal to twenty cents per acre of land and that green house owners had agreed to pay ten dollars for each acre under glass.

Dr. W. A. Haines stated that the asparagus growers in the lower part of Bucks County had been cooperating for four years in the marketing of their products. Their organization has not been incorporated, but at the present time they are making arrangements to incorporate under the 1919 Act for both buying and selling purposes.

The report of the Potato Committee was then presented by R. E. Hartman, Secretary, and it was adopted in the following form.

REPORT OF THE POTATO COMMITTEE.

Chairman, R. W. Lohr,

Secretary, R. E. Hartman

The Committee of Pennsylvania Potato Growers assembled in conference to discuss and formulate recommendations for cooperative marketing and its allied problems submit for your consideration the following recommendations and suggestions:

1. We recommend for Pennsylvania Potato Growers the use of disease free seed of the round white or russet rural varieties in order to compete successfully with similar popular varieties from competing states, and we discourage the use of the long varieties of white potatoes and the various colored varieties.

We recommend the establishment of uniform grades at least equaling the specifications for U. S. Grade No. 1 and No. 2.

We recommend the extension of state inspection service so as to include all important loading stations and receiving markets.

We recommend discontinuing in so far as is practicable the shipping of Pennsylvania potatoes in bulk and would recommend the more general use of new 150 pound sacks.

We recommend the promotion of practical publicity by producers and distributors setting forth the superior merits of Pennsylvania potatoes with a view to increasing their consumption both in local and distant markets.

We recognize that the market demands a steady supply, therefore we recommend the establishment of modern potato storage houses at shipping points thruout the producing sections for the purpose of better conserving the crop for seasonal distribution.

II. Your committee recommends that the potato growers of Pennsylvania be impressed with the need of using good seed of standard varieties. It is the opinion of your committee that the use of good certified seed would reduce to a minimum the problem of grading the crop to meet the best market standards.

III. Your committee recommends that every assistance be given the certified seed program already under way in this state. The potato growers of Pennsylvania need the protection afforded by the certification of seed potatoes by impartial and official authorities.

IV. We recommend the research be conducted by the various State and Federal agencies along the following lines:

1. Potato storage and storage warehouses.
2. Seed potato production.
3. Seed potato sources.
4. The development of improved varieties of potatoes adapted to Pennsylvania conditions.
5. Continued research and control of the potato wart menace.

V. We recommend the formation of local cooperative associations and their federation with the present State Potato Growers' Association, which will correlate their activities in marketing, purchasing supplies and advertising.

Chairman, R. W. Lohr,
Boswell.

N. U. Blanpied,
Harrisburg.

Harry K. Fowler,
Macungie.

Bert Straw,
Coudersport.

H. C. McWilliams,
Ebensburg.

D. E. Goodenough,
Coudersport.

M. J. Armes,
State College.

Chester Franzell,
Pittsburgh.

J. P. Jackson,
Kelton.

H. C. Marsh,
Allentown.

Secretary, R. E. Hartman,
Hazleton.

J. A. Farabaugh,
Ebensburg, R. 1.

Jos. O. Thomas,
Ebensburg.

C. C. McDowell,
Somerset.

H. M. Gooderham,
Patton.

W. S. Weaver,
Macungie.

J. M. Stroup,
Lewistown.

W. H. Maurer,
Hegins.

J. R. Zeisenheim,
North Girard.

Following the reading of the report the chairman called on Bert Straw, County Agent of Potter County, to describe the methods followed in that County in the production and marketing of potatoes for both table and seed purposes. The first development in the potato industry in this section came through the introduction of good seed stock and through the establishment of spray rings to take care of the spraying of the crop more efficiently. At the present time there are fifty-three spray rings in operation in the County and a number of large growers have equipment for their own use. Three years ago the Potter Cooperative Potato Association was established to handle the marketing of the crop and also to care for the purchasing of supplies. This Association has endeavored to develop a business for a standardized high quality product, and every effort has been made to maintain the standards of the U. S. Grade No. 1 by inspection by the Bureau of Markets. Potatoes which do not come up to the grades which are marketed are returned to the producer for use as feed. This careful grading has secured a premium for the product of the Association in the markets where its potatoes have been sold.

The seed business in the County has been developed using both a very high grade local strain and the best grade of Michigan stock as the basis for seed production. During the past year some difficulty was encountered in the storage of seed properly, so that the Association has just completed a storage warehouse at Coudersport having a capacity of 70,000 bushels of seed or table stock. The members of the Association during 1922 produced over 67,000 bushels of seed which has met the requirements for certification under the supervision of the College and the Department.

Prof. W. H. Tomhave, Secretary of the Beef Cattle Committee, read the report of this Committee. This report was adopted as read.

REPORT OF THE BEEF CATTLE COMMITTEE.

Chairman, E. S. Bayard ————— Secretary, Prof. W. H. Tomhave

The Beef Cattle Committee begs to submit the following report as suggestions for the improvement of beef cattle production and marketing in the State of Pennsylvania:-

1. In view of the fact that marked improvement can be made in the quality of beef cattle produced in the State through the use of purebred sires, we recommend the enactment of a law prohibiting the use of a scrub or grade sire for public service in the State of Pennsylvania—such law providing that only registered sires be allowed to stand for public service.

2. In view of the fact that at the present time many of the feeder cattle purchased in the State are a poor quality, we suggest that the farmers in the State be urged to purchase a better grade of cattle for

feeding purposes. Since such change can only be brought about through education, we would recommend that an adequate appropriation be made to conduct suitable type and feeding experiments and demonstrations at some place in the southeastern part of the State where a large number of cattle feeders can profit by such work. Such experiments should be conducted under the supervision of the State Experiment Station.

3. At the present time practically all the fat cattle in Eastern Pennsylvania are sold on the farm to dealers and packers. In order to change this condition we urge the selling of cattle on a central competitive market. Since such a method can best be brought about by the co-operation of producers and purchasers, we therefore urge the farmers to ship their cattle to such a market and that the packers and butchers discontinue country buying, purchasing all cattle on a central market.

We would also recommend to the Stockyard Exchange and Packers and Stockyards Administration that all commission firms do a straight commission selling business instead of being both buyers and sellers.

4. We recommend the establishment of cooperative livestock marketing associations in communities where market conditions are unsatisfactory and where shipments consist of less than carloads from individual producers.

We also recommend the organization of cooperative feeder cattle buying associations for sections where cattle feeding is practiced. We believe this to be an economic method of securing cattle and also a means of securing a better grade of cattle for feeding purposes.

5. We recommend that investigational work be conducted to determine the possibilities of utilizing the vast areas of cut over and waste land in Pennsylvania for beef production. We also recommend that research work be undertaken by the State Experiment Station to discover and develop forage plants that will grow on such land and supplement native grasses as feed for live stock.

6. We strongly urge the promotion and support of baby beef calf clubs among the boys and girls in the State of Pennsylvania.

7. We recommend that newspapers and magazines cease publishing propaganda that discourages the use of meat as food. We commend the United States Department of Agriculture for supplying the people of this country with reliable information concerning the true value of meat in the diet.

8. We recommend that this conference go on record as supporting a State appropriation to county fairs in the State and that such

appropriation be used as premiums for live stock and agricultural exhibits according to regulations specified by the State Department of Agriculture.

Chairman, E. S. Bayard,
Pittsburgh.

David Moog,
Philadelphia.

R. Irving,
State College.

E. A. Seaman,
Lancaster.

J. R. Zeisenheim,
North Girard.

Secretary, Prof. W. H. Tomhave,
State College.

Morris Schaffner,
Erie.

Paul Hoffman,
Gettysburg.

Oliver Waybright,
Gettysburg, R. 3.

The work which has been started in Adams County in the cooperative purchase of feeder stock and the marketing of fat stock from the farms was outlined by Paul Hoffman, County Agent at Gettysburg. It was explained that this is a development of the past season, but that the quality of feeders which had been secured was decidedly superior to the previous grade available to Adams County feeders.

The report of the Grain and Hay Committee was read by George A. Stuart and adopted as read. (A supplementary report of this Committee will be found on page 38).

REPORT OF GRAIN AND HAY COMMITTEE.

GRAIN.

Chairman, Fred Rasmussen.

Secretary, George A. Stuart.

The market demands a high grade sound wheat for all purposes whether export or domestic consumption. At the present time the farmers, elevator men, millers, bakers and in fact all handlers of wheat and wheat products are suffering from an inferior quality of wheat in certain parts of Pennsylvania, particularly due to the Angoumois Moth and Garlic. Under these conditions the wheat crop of Pennsylvania can not meet competition either as wheat or wheat products in either the local or export market. There can not be any good in cooperative marketing until the standard of the wheat raised by the Pennsylvania farmers is brought up to a sufficiently high grade to meet competition from other sections of the country. This can only be accomplished by a united effort from the Department of Agriculture and Pennsylvania State College by being supplied with sufficient funds to carry on an extensive campaign against the Angoumois Moth and Garlic. We also recommend that the Pennsylvania Department of Agriculture and the Pennsylvania State College request cooperation with the states of New Jersey, Maryland, Delaware and Virginia to work to the same end.

The Pennsylvania Bakers' Association is interested in the problems arising at this Conference solely from the standpoint of public service to the Commonwealth of Pennsylvania. It is undeniable to our mind that any commodity not monopolistic in its control automatically seeks its proper price level. For that reason we believe that if Pennsylvania Winter Wheat Flour meets the specifications under which progressive bakers base their purchases, it will automatically flow into such bakeries through normal trade channels.

Being informed by the Pennsylvania Department of Agriculture that the wheat production in Pennsylvania is less than 50 per cent of the consumption, and knowing that considerable soft wheat of a similar nature is brought into the State for cake baking and for blending with other wheat flours as desirable in bread baking, it would appear to us that as the proper system of grading wheat and improving conditions so as to enable Pennsylvania millers to mill uniformly good sound flour from Pennsylvania wheat, would, according to sound business practice, induce the Bakers to purchase such flour in order to save the millions of dollars of transportation costs, which come eventually from the consumer.

Recognizing the old axiom in business which says, "an article well bought is half sold" compels the producer of farm products to use the most economical methods of buying materials that enter into the production of farm products.

Whereas, cooperative purchasing of farm supplies has been recognized as a most economical and efficient means of lowering the cost of these supplies, which in turn is reflected in the reduced cost of his farm products. Be it resolved, that this marketing conference recommends the development and encouragement of the cooperative purchasing of farm supplies thru properly incorporated farmers' cooperative associations.

It is the opinion of the various representatives of the producers, manufacturers and consumers of wheat that sufficient attention and appropriations have not been made during the past in comparison to the size of the industry and the importance of it, and if emphatic steps and proper appropriations are not made at once these pests will so infest the wheat fields in their rapid spread that the growing of this article will soon become a thing of the past and we, therefore, earnestly request that both the Pennsylvania State College and the Department of Agriculture be given sufficient funds for research and extension work to adequately deal with the control of the Angoumois Grain Moth, the eradication of garlic and other weeds, elimination of inferior varieties, establishment of seed sources, and the establishment of an inspection system to conduct the purchase of wheat by

grade. Failure to control these pests has cost the farmers of the state at least \$5,000,000 during 1922 the control of which will yield flour and grain which will command a premium instead of being sold at a discount.

HAY.

Hay is one of the most valuable crops produced in Pennsylvania. In 1922 Pennsylvania produced 4,585,000 tons with an estimated value of \$69,245,022.00. It is impossible as yet to estimate the home consumption or the amount shipped to other states, but according to a New York report it is estimated that Greater New York receives 30,000 carloads of hay of which one-fifth or 6,000 carloads come from the State of Pennsylvania. The amount shipped to other points outside of the State is not yet known.

The New York report states that the New York market demands Timothy Hay of high grade in bales weighing from 160 to 225 pounds, the market usually paying \$1.00 a ton more on any grade when in heavy bales. It also states that the market is frequently over-supplied with low grade hay and under-supplied with the best grade. The common faults that affect the selling price of hay are late cutting, mow burn and presence of weeds and daisies, showing the urgent need of instruction to both producer and shipper as to the quality demanded at the markets.

Previous to the establishment of Federal grades for hay, (January 1, 1923) each market or Hay Exchange had grades prescribed by the National Hay Association, but the inspectors interpreted these grades to suit their market. When seller and buyer come directly together where the hay can be personally examined, grades are unimportant, but when hay is shipped to a distant market, (and a large amount is shipped by carlots), and handled by a commission merchant or broker, whose returns to the shipper can only be checked by the market quotations for hay of a given quality, then the method and standard of grading becomes of great importance. There is a tendency on the part of the shipper to claim higher quality than the hay actually grades and on the part of the receiver to grade it at least low enough to easily cover the price for which he sold the hay.

Federal grades have been formulated and adopted after holding hearings at all big hay markets and should make the trading in hay more uniform, as all the inspectors before they receive their license to inspect hay are given a course in grading by the Federal Government and must pass an examination showing that they have a correct interpretation of the standards. Since all big markets like Philadelphia, New York, Boston, etc., have adopted these grades for hay, it is very necessary that educational work should be started at once to

educate both producer and shipper with these grades in order that they may produce and prepare for market hay of a quality which will meet with the best grades and the demand.

Chairman, Fred Rasmussen,
Harrisburg.

Secretary, George A. Stuart,
Harrisburg.

W. A. Woolman,
Philadelphia.

James I. Smith,
New Hope.

A. B. Shenk,
Hummelstown.

A. L. Bierbower,
Carlisle.

Filson Graff,
Philadelphia.

L. G. West,
Philadelphia.

H. H. Pratt,
West Chester.

G. K. Craig,
Philadelphia.

H. J. Horan,
Philadelphia.

James King,
Philadelphia.

C. C. Latus,
Pittsburgh.

Nicholas Schmitz,
State College.

R. K. Stritzinger,
Norristown.

H. B. Musser,
State College.

H. M. Kauffman,
Lancaster. R. D. 2

H. E. Hodgkiss,
State College.

R. H. Black,
Carlisle.

W. Stites,
Philadelphia.

Thomas Sharpless,
Philadelphia.

Mr. W. S. Wise, Meadville, Pennsylvania, presented the following resolution which was adopted by the Conference.

RESOLVED, That the following minute be adopted:

Representatives of the agricultural interests of Pennsylvania in attendance at the conference called by Governor Pinchot, February 20 and 21, 1923, are convinced that no program of agricultural progress in this State can be executed without the cooperation of a strong School of Agriculture having adequate facilities and equipment and manned by a staff of specialists competent to lead both in the scientific investigation of the problems of agriculture and also in the extension of agricultural knowledge among the people. In the Pennsylvania State College the State has a worthy School of Agriculture, the third largest in the Nation, an institution which has rendered notable service to Pennsylvania agriculture.

The conference urges the Governor and Legislature to provide ample support for the College, both for instruction, research, and extension, and especially, in view of the present importance of marketing problems, that funds be provided to enable the College to conduct a strong Department of Agricultural Economics, to extend the research work of its Experiment Station, and to erect suitable buildings for the efficient conduct of its work.

Secretary Willits then proposed to the conference the idea of forming a permanent federation of agricultural organizations in Pennsylvania. After brief discussion a motion was made authorizing the appointment of a committee of three by the Chairman to report on the possibilities of a permanent organization. The motion was carried and the chairman appointed Mrs. F. B. Black, Morris T. Phillips, and W. S. Wise as the members of this Committee.

The conference then adjourned until Wednesday morning, February 21.

WEDNESDAY MORNING SESSION.

The Wednesday morning session of the Conference was as well attended as the previous meetings. While a number of the delegates had been compelled to return home on account of other engagements, the decrease in numbers was more than made up by representatives who could not attend the meetings on Tuesday.

After the meeting was called to order by Secretary Willits, the report of the Sheep Committee was read by N. C. Dale, Secretary, and approved by the Conference.

REPORT OF THE SHEEP COMMITTEE.

Chairman R. L. Munce

Secretary, N. C. Dale

The committee has considered the sheep problem from the standpoint of mutton as distinct from the production and marketing of wool. Available figures indicate that Pennsylvania's production of mutton and wool will only supply about one-fourth of the consumption requirements of the State. The estimated production of mutton in Pennsylvania is 13,500,000 pounds. The consumption of mutton in the State is estimated to be 42,000,000 pounds, so that we have available home markets for about 29,000,000 pounds annually. About 650,000 additional sheep would be required on Pennsylvania farms to supply this demand as compared with 455,000 sheep now on the farms of our State, so that the sheep population can easily be doubled without making marketing difficult.

It appears from the discussion by the members of the committee that in some cases local markets are not being supplied properly from near-by sources. Therefore, we recommend that local markets should be studied by the Bureau of Markets, with particular attention paid to the quality and type of both mutton and lamb demanded.

It is the concensus of opinion of this committee that there should be a more extensive study made by the Pennsylvania State College of feeds, forage crops, and sheep management, so that the sheep raiser will be better able to meet the demands of the market.

It is the opinion of the committee that the relatively small per capita mutton consumption is largely due to the misbranding of lamb. The marketing of lambs of an inferior quality is also a factor and it is recommended that more information regarding the improvement of the quality of lambs be disseminated from the proper sources to assist in this improvement. Frozen lamb and mutton of the highest possible quality compete with local products and misrepresentation makes the marketing of local products more difficult in the face of such competition.

The work already done by the existing cooperative sheep and wool growers associations has proven profitable, and it is recommended that other wool producing sections organize on the county unit basis. We also recommend that a larger proportion of wool producers participate in such organizations, as experience has shown that more efficient methods of production are stimulated by grading of wool as it leaves the farm.

While Pennsylvania wool when carefully graded according to market standards is recognized to be of as high quality, if not superior to the product of any other country, yet on account of the relatively small amount produced our fine wools must compete with skirted wools from Australia, our medium wools with South American wools, and our lower grades of wool with carefully selected rags.

In the improvement of marketing conditions in general, we believe that extending the methods of assembling, grading and standardizing as now practiced in the county wool pools will be of great value. In the marketing of mutton we urge the importance of devising a method of securing the advantages of a carlot market to the small sheep raiser. The committee believes that this can be secured by an extension of the activity of county associations to include the marketing of both wool and mutton. We also recommend the cooperative purchase of supplies by such associations.

It is suggested that the greatest good can be secured by the widespread development of lamb clubs, carried out on a community cooperative plan with selected individuals of the respective breeds. The purebred ram associations in certain parts of the State have proved to be successful and we recommend that such methods be more generally practiced.

The committee recommends the continuation and improvement of sheep parasite control and approves the present laws pertaining to the prevention and control of animal diseases as administered by the Bureau of Animal Industry.

The committee approves of the amendment to the present dog law as provided by House Bill No. 158. It also urges the passage of the bill now before Congress, known as the Truth in Fabrics Bill.

The committee submits the report for your consideration, and stands ready to cooperate with the Governor and Secretary of Agriculture in any plan of cooperative organization.

Chairman, R. L. Munce,
Washington.

Secretary, N. C. Dale,
New Castle.

P. S. Crossman,
Smethport.

L. F. Engle,
Waynesburg.

J. N. Robinson,
Bellefonte.

H. F. Rhodes,
Altoona.

J. C. Blainey,
Smock.

J. L. Passmore,
Harrisburg.

Daniel Buckley,
Broadaxe.

Dr. H. W. Turner,
New Hope.

W. H. Smedley,
West Chester.

T. P. Harney,
West Chester.

Following the report of the Committee, Paul Crossman, County Agent at Smethport, briefly outlined the work of the McKean County Cooperative Sheep & Wool Growers' Association. This organization has handled the sale of wool cooperatively for several years and has been able to realize from $1\frac{1}{2}$ to 2 cents per pound more than the prevailing market price on finished lambs. Breeding associations have been organized thruout the county along the same plan that bull associations are organized in the dairy industry.

The report of the Fruit Committee was submitted by C. Arthur Greist, Chairman. The report itself was approved and after considerable discussion of certain of the resolutions they were passed in the form given.

REPORT OF THE FRUIT COMMITTEE.

Chairman, C. Arthur Griest,

Secretary, S. W. Fletcher.

The outstanding fact in Pennsylvania fruit growing is the number and excellence of our local markets. It is good business to develop and absorb these as far as possible. At the present time, however, more than half of the fruit consumed in Pennsylvania cities even of varieties that could be produced here, is shipped from other states. Last year over 6,300 cars of apples were unloaded in fifteen Pennsylvania cities, coming mainly from the states of Washington and New York. This is a great and needless loss to the state. Practically all of those apples could have been grown within our own borders to even greater perfection and at a lower cost of production. The biggest problem in Pennsylvania fruit growing is, How to conserve Pennsylvania markets for Pennsylvania fruit?

The solution of this problem is in a standard pack and in publicity. We do not need to fear the competition of any other state as to quality of fruit or cost of production. Our chief, and practically our only handicap, is the lack of standard grades and a standardized pack such as our western competitors have had for years, and our northern competitors are now beginning to adopt. There are no standard grades for Pennsylvania fruit today.

We recommend, therefore, as the first step in the marketing program of apples, that the Secretary of Agriculture be requested to promulgate the grades that the Bureau of Markets of the State Department of Agriculture has given a preliminary trial the past three years and that he take such measures as may secure for them effective educational publicity throughout the State, more especially by holding grading and packing schools and demonstrations in all the important centers of fruit production. The advantages of conforming to standard grades are as evident in the local markets as in the wholesale markets of the state. Good grading promotes confidence and stimulates demand, whether the fruit is sold by the car load, in barrels, by the bushel or in open containers.

After grades that mean something are established, and our growers have begun to conform to them as a matter of self interest, then we shall need a comprehensive program of publicity in behalf of home grown fruit. The purpose should be to educate the citizens of Pennsylvania to prefer Pennsylvania fruit, not merely as a matter of state loyalty, but chiefly as a matter of self-interest, for we can say quite truthfully, that it has a flavor that is lacking in the product of most of our competitors. The consuming public should know the distinguishing qualities and relative merits of our Baldwin, Spy, Stayman, Grimes, York, and other standard Pennsylvania varieties; the best uses to which each may be put, and when each is in season. The ordinary means of publicity—newspapers, posters, demonstrations—will be useful here, not forgetting, however, that the best publicity for any article is a satisfied customer. This should be a state-wide campaign, under the direction of the Bureau of Markets of the State Department of Agriculture with the cooperation of the Extension Service of the Pennsylvania State College, the State Horticultural Association, and other agencies.

The time is ripe for more cooperation in Pennsylvania fruit growing, to achieve these goals of standardization of pack and increased consumption through publicity. In the commercial growing districts of the state, especially where orchards are close together, this may be secured to best advantage by the organization of cooperative central packing house associations. Several of these already are in operation or are projected. Central packing houses also are prac-

ticable near some of our local markets. They give greater uniformity of grade and assurance of volume than can be expected from unsupervised private packing houses, and to that extent tend to stabilize the industry. The organization of cooperative central packing house associations should be one of the most important developments of Pennsylvania fruit growing during the next ten years.

RESOLUTIONS OF FRUIT COMMITTEE

RESOLVED: .

1. That it is not expedient to promulgate standard grades for peaches until after at least one more season of preliminary trial.

2. That steps be taken by the State Horticultural Association and other educational agencies to advise prospective planters to reduce the number of standard varieties planted, especially in the wholesale districts.

3. That the conference goes on record as asking for a definitely planned program of agricultural research, with adequate appropriations from the State Legislature for its support.

4. RESOLVED—That it is the sense of this conference that rabbits, deer, pheasants, or other game animals or birds, that are injurious to fruit trees or fruit crops, shall not be liberated or introduced by the Game Commission into communities where they will be injurious to the growers of fruit, and that where such game animals or birds are causing damage to the fruit growing industry, the Game Commission shall take steps to protect this industry, either by killing the animals or birds, or otherwise affording protection.

5. WHEREAS—The buzzard, the red-tailed hawk, the red-shouldered hawk, the broad-winged hawk, the marsh hawk, the rough-legged hawk, the great gray owl, the snowy owl, and the hawk owl, which are not protected by law, are very beneficial and valuable to all agricultural interests in the control of mice and other small rodents, and are not harmful to poultry;

BE IT RESOLVED, That all birds on the foregoing list be protected by law.

6. That the conference goes on record as asking for a definitely planned program of regulatory work in the State Department of Agriculture, and that the General Assembly be urged to provide adequate funds for this program which shall include the control of such pests as the Japanese Beetle, Potato Wart disease, European Corn Borer, White Pine Blister Rust, and

Peach Yellows. We wish to call special attention to the fact that the Federal appropriation of \$40,000 for Japanese Beetle quarantine and control work is contingent upon the appropriation of a similar sum by the Pennsylvania Legislature.

7. That we commend the service rendered to the fruit industry of the State by the Bureau of Plant Industry in the inspection of orchards for the eradication of Peach Yellows, and we recommend that this work be continued and extended.

8. That it is the sense of this meeting that the conference has been of distinct value to the fruit growers in attendance, and that we appreciate the courtesy of the Secretary of Agriculture in calling it. We stand ready to cooperate in case he should deem it wise to call us together again.

Chairman, C.Arthur Griest,
Guernsey.

Secretary, Dr. S. W. Fletcher,
State College.

H. C. Brinton,
Hanover.

W. C. McCubbin,
Harrisburg.

Ralph Clayberger,
Philadelphia.

R. T. Griswell,
Chambersburg.

P. S. Fenstermacher,
Allentown.

P. R. Boltz,
Lebanon.

W. E. Grove,
York Springs.

J. P. Walker,
Westtown.

Charles H. Hays,
North East

R. E. Atkinson,
Wrightstown.

W. L. Minick,
Biglerville.

Clark M. Bower,
Blain.

D. M. Wertz,
Waynesboro.

L. E. Hartman,
Cly.

Paul Thayer,
State College.

J. A. Ronk,
Huntingdon.

J. S. Oberle,
Middleburg.

R. J. Walton,
Hummelstown.

J. H. Knode,
Chambersburg.

W. H. Steinbauer,
Erie.

Irving O. Hunt, Chairman of the Poultry Committee, presented the following report which was adopted as read.

REPORT OF THE POULTRY COMMITTEE.

Irving O. Hunt, Chairman

H. D. Munroe, Secretary

The Committee on Poultry are grateful to you for this opportunity to thank God for having blessed the Poultry Industry more profusely than some other branches of Agriculture during the past few years.

The poultry market demands a quality product and for the past few years has been paying a fair premium for such a product. The egg market is split, New York City paying a higher price than our local markets. A uniform distribution of towns over the state makes our local markets easy to reach. Philadelphia and Pittsburgh, our large markets, are overflowing with eggs from the southern and middle states.

The poultry industry has two sets of problems, those of the commercial poultry-men and those of the farmer. We suggest that the commercial poultry-men organize to study their problems. The farmer is at the mercy of the local buyers, and we commend the work of Mr. R. W. Hawley of Carlisle, who pays the farmer on a quality basis, and urge more buyers to practice this method of buying poultry and poultry products.

We make the following recommendations:

1. That the Bureau of Markets exert its influence to have the Federal Department of Agriculture set a standard grade for poultry and poultry products.

2. That the Bureau of Markets, in cooperation with the Pennsylvania State College, devise a system of certifying and accrediting hatcheries to protect the buyers of day old chicks.

3. That a more complete course in handling, grading and packing of eggs and a fuller study of market operations be offered at the Pennsylvania State College.

4. That the Bureau of Markets make available a circular with the necessary photographs and colorings to teach the producer and consumer the essential qualities of high grade eggs.

5. We encourage all producers of eggs to keep a complete cost of production record of eggs so that we may be able to talk more intelligently on values.

6. We feel that cooperative egg shipping associations will lead to more efficient marketing, but that more knowledge of the trade channels and the adoption of standard grades will be necessary for the soundest development of such associations.

Chairman, Irving O. Hunt,
Wyoming.

Secretary, H. D. Munroe,
State College,

Robert Engle,
Middletown,

R. W. Hawley,
Carlisle,

P. H. Sprenkle,
Doylestown.

W. F. Hill,
Huntingdon,

M. M. West,
Lansdale,

Prior to reading the report of the Dairy Committee, its Secretary, R. W. Balderston stated that the Voigt Filled Milk Bill was in a critical situation in the United States Senate and that there was danger that it would not be passed by the Senate before adjournment. It was suggested that any individuals attending the conference who desired to do so should send telegrams to the Pennsylvania Senators urging the passage of this bill. The report of the Dairy Committee and the resolutions proposed were read and approved.

REPORT OF THE DAIRY COMMITTEE.

Chairman, A. A. Borland — Secretary, R. W. Balderston

The Dairy Committee begs leave to submit the following report with recommendations and resolutions to the Agricultural Conference on Farm Marketing and Cooperation, February 21, 1923.

After mature discussion it was felt by the committee that the evidence shows that Pennsylvania produces, and under favorable conditions will continue to produce, sufficient milk to fill the demand for fluid milk and ice cream consumed within the State.

On the other hand, Pennsylvania at the present time does not produce the butter and cheese which our great consuming cities and towns need, and it is thought that this condition will continue. We would recommend to the dairymen of Pennsylvania the importance of increased attention to the quality of the products produced in order that we may be able to compete successfully with high class dairy products from other States and from foreign nations. It has been conclusively proven that where organized cooperative effort of this kind has been put forth that it has uniformly resulted in an improved market for the community.

It was pointed out that with the selling plan in operation in the Philadelphia milk shed during the past three years, which allows the farmer a good price for a uniform quantity throughout the year, a somewhat lower price for the summer surplus has resulted in a considerable improvement in the practices of the farmers within this territory toward producing a uniform supply throughout the year.

In the fluid milk areas supplying Philadelphia and Pittsburgh are two large milk producers' organizations, The Inter-State Milk Producers' Association, and the Dairyman's Cooperative Sales Company, respectively. In the northern counties of Pennsylvania the milk producers are quite generally active members of the Dairyman's League Cooperative Association, which sells milk in New York, Scranton and other cities, and manufactures large quantities of ice cream, condensed milk, butter and cheese. In many of the counties in the central and west central part of the State are local cooperative organizations of farmers who market their milk successfully through cooperative milkplants, or manufacture high class butter and cheese and ice cream or engage in all these lines of activity. The members of the committee felt very strongly the value of these organizations to the dairymen of Pennsylvania. It is conceded by all authorities that the high price of milk and its products as compared with other farm products during the post-war period has been due very largely to the fact that the milk producers of the country were better organized than were the producers of other farm products. The comparative prices of dairy products in organized and unorganized sections of Pennsylvania will show conclusively that the farmers must organize in order to market their products most successfully.

Due to the far-sighted policies pursued in Pennsylvania during war-time and since by the producers and distributors of fluid milk, with the advice and counsel of Dr. Clyde L. King, Milk Arbitrator for Pennsylvania, the cost of distributing milk in the cities of Pennsylvania has been as low and lower than the cost in other large cities of the East.

The committee would urge that the farmers generally find out which is the organization which operates in their home community and join it without delay, or if there is no such organization within reach that they get in touch with the one with which they should logically affiliate.

It was pointed out that Pennsylvania has within the last decade made some slight progress in efficiency of production, but it was felt by all present that there was tremendous opportunity before our dairymen for improvement in this regard. The present production

per cow in Pennsylvania is estimated at about 4,000 pounds. It has been proved by cow-testing associations that this can be increased within a very few years by proper methods to 7,000 or 8,000 pounds. The average production of all the cow-testing associations in Pennsylvania at present is over 6,000 pounds.

The suggestion of possible enactment at the present session of Legislature of a law prohibiting the public use of any dairy sires except those registered in its proper breed association, was discussed and favorably considered without a definite resolution being acted upon.

Within the last twenty years developments in the dairy industry have been along lines which have tended to develop large distributing agencies for fluid milk and large companies for the manufacturing of dairy products. This has resulted in increased standardization of products as to costs and brands and in greater efficiency in the handling of seasonal surpluses. It has also made possible successful advertising on a large scale.

In this connection we commend the work of the Philadelphia Inter-State Dairy Council operating in the southeastern part of the State, and of the Pittsburgh District Dairy Council which, as its name indicates, confines its activities to the western part of Pennsylvania. The increased sales of milk and dairy products in Pennsylvania during the past two years have been due in no small part to the activities of these two organizations in cooperation with the Home Economics Department of the Agricultural Extension Service of the Pennsylvania State College and the various County Farm Bureaus. We feel that the work of the Dairy Councils should be extended to cover all the State.

Pennsylvania dairy products expect to meet not only the competition of Middle Western States where feed supplies are abundant and cheap, and the dairy products may be put on the market in Eastern States at a cost less than that of production in the East, but they must also expect to meet the competition of foreign countries, such as Denmark, Holland and New Zealand, where the high quality of the dairy products will displace the dairy products of the farmers in Pennsylvania unless every attention is given to producing milk and other dairy products of the best possible quality. In this connection we wish later to offer a resolution for the consideration of the conference.

In order to improve the efficiency of production in Pennsylvania we commend the work of the breed associations of the State, of the cow-testing and community breeding associations, and of the boys' and girls' club work. We will also offer a resolution in regard to this.

We feel that Pennsylvania has made great progress in the elimination and control of the disease of dairy cattle within the State. The Bureau of Animal Industry has suggested that the farmers of the State have not in many instances been receiving as much for the salvage of their condemned cattle as the condition of the carcasses would warrant.

The milk producers of Pennsylvania are beginning to realize the tremendous savings they can make through the cooperative purchasing of supplies particularly of dairy feeds of the importance of purchasing these during the times of seasonal surpluses when the price is low.

We feel that the Pennsylvania State College and the State Department of Agriculture have been of great service to the dairy interests of Pennsylvania and we have confidence that they will continue to be so.

We hope that the conference will approve of some resolutions with regard to these matters, which we will introduce at the end of our report.

There are two measures before the State Legislature which particularly affect the dairy industry, both of which we heartily commend. They are Senate Bill No. 19, fixing the standards for ice cream and prohibiting adulteration; and Senate Bill No. 95, fixing standards for condensed and evaporated milk and prohibiting the introduction into them and other dairy products of fats other than milk fats.

We would further suggest that the resolution passed unanimously at the session of yesterday in regard to the Voigt Bill be made a part of the dairy report.

The following are the resolutions presented by the committee:

RESOLVED: That delegates of three hundred and thirteen farm organizations assembled in conference here on call of Governor Pinchot urge that immediate favorable action be taken on Voigt Bill and that every effort be urged to give this measure precedence due it as a health measure and for the protection of agriculture and the dairy industry.

RESOLVED: That this conference call the attention of the Secretary of Agriculture to the State-wide confusion of terms for designating various grades of milk and the consequent need of definitions of minimum standards for the different grades commonly sold in Pennsylvania, and furthermore that we request that he appoint a committee to investigate and determine upon a standard for the guidance of the dairy interests.

We would suggest that on such a committee be appointed representatives of the following interests: (1) The Dairymen's Cooperative Sales Company, (2) Inter-State Milk Producers' Association, (3) Dairymen's League Cooperative Association, (4) The Breed Associations, (5) The large city distributors, (6) Small cooperative dairy manufacturers and distributing associations, (7) State Department of Agriculture, (8) Department of Dairy Husbandry, State College, (9) State Department of Public Health.

WHEREAS, The traffic in imitation milk both as a substitute for evaporated milk and for cream in the manufacture of ice cream is not only injurious to the public health but a menace to the dairy industry of the State, be it

RESOLVED, That this conference go on record as protesting against the manufacture and sale of such products in this State, and be it further

RESOLVED, That the Legislature of the Commonwealth be urged to pass Senate Bill No. 95 prohibiting the manufacture and sale of filled milk in this State, and Senate Bill No. 19 prohibiting adulteration or the use of filled milk compounds in the manufacture of ice cream.

Sensing the need of the farmers of the State for more efficient methods of disposal of their products, be it

RESOLVED, That it is the sense of this meeting that Pennsylvania State College establish a Department of Agricultural Economics.

THAT the extension departments of State College furnish specialists in marketing to educate the farmers of the State in the value of agricultural economics through the agency of the County Farm Bureau.

WHEREAS cooperative cow-testing associations, cooperative bull associations, and boys' and girls' calf clubs, have brought into general practice among the dairy farmers of Pennsylvania better methods in dairy production along lines of breeding, feeding and handling dairy cattle, and

WHEREAS such better methods result in more economical production and greater net returns be it therefore

RESOLVED That it is the sense of this committee that every possible aid and encouragement should be given to a further extension of these important lines of cooperative work throughout the State.

WHEREAS cooperative purchasing of farm supplies has been recognized as a most economical and efficient means of lowering the cost of these supplies, which in turn is reflected in the reduced cost of his farm products.

Be it resolved that this marketing conference recommends the development and encouragement of the cooperative purchasing of farm supplies through properly incorporated farmers' cooperative associations.

RECOGNIZING the fact that every dollar appropriated by the Legislature of Pennsylvania for Agriculture and Home Economics Extension is matched by a like amount by the Federal Government for expenditure in the State

Therefore, Be it resolved by the conference that we urge the appropriation of \$500,000 or more, for the purpose of extension work to be kept separate and apart from the general appropriation to State College for the next biennium.

RESOLVED, That the appreciation of the dairy industry be extended to the Department of Agriculture for the efficient work which has been done by its Regulatory Bureaus and be it further

RESOLVED, That the publication of the Monthly Crop and Livestock Report by the Bureau of Statistics not only be continued but urge that it be enlarged so as to include additional detailed data pertaining to the dairy industry of Pennsylvania.

WHEREAS, There has been endless confusion due to the irregular adoption of so-called Daylight Saving Time in various cities, towns and communities in the Commonwealth and

WHEREAS, The changing of Standard Time during any portion of the year is not only detrimental to the agriculture of the State but to many industrial establishments as well, therefore, be it

RESOLVED, by this Agricultural Conference that the Legislature of the Commonwealth of Pennsylvania be urged to adopt legislation to prohibit the indiscriminate changing of clocks from Standard Time during any portion of the year.

RESOLVED, That this conference approve legislation enabling County Commissioners when they may so desire, to appropriate funds for tuberculosis eradication within their county in cooperation with the State and Federal Government.

Chairman, A. A. Borland,
State College.

D. S. Adams,
Reading.

H. D. Allebach,
Philadelphia.

E. M. Bailey,
Pittsburgh.

Secretary, R. W. Balderston,
Philadelphia.

J. A. Matchett,
Pittsburgh.

A. A. Miller,
Philadelphia.

F. Shangle,
Philadelphia.

R. F. Brinton,
West Chester.

C. I. Cohee,
Philadelphia.

W. Hugh Jones,
South Montrose.

E. R. Quackenbush,
Pittsburgh.

E. B. Fitts,
State College.

C. D. Sprout,
Meadville.

G. M. Griggen,
Vanderbilt.

W. C. Sterrett,
Clearfield.

Dr. P. E. Quinn,
Harrisburg.

T. W. Twining,
Philadelphia.

H. A. Macrae,
Harrisburg.

R. R. Welch,
Grove City.

W. S. Wise,
Meadville.

John D. Miller,
Susquehanna.

L. W. Morley,
State College.

D. K. Sloan,
Towanda.

L. B. Carter,
Titusville.

Allen M. Crissey,
Salem, N. J.

Dr. Sam'l E. Brunner,
Harrisburg.

P. S. Brenneman,
Pittsburgh.

R. H. Gilbert,
Tyrone.

The report of the Swine Committee was then presented by J. M. Fry, Secretary, and adopted as read.

REPORT OF THE SWINE COMMITTEE.

Chairman, H. H. Havner

Secretary, J. M. Fry

MARKET SITUATION—Taking the average per capita pork consumption of the United States as a basis, the population of Pennsylvania requires annually 723,771,400 lbs. of pork and pork products. Of this amount, only about 160,000,000 lbs. of dressed pork are produced within the State. Market Hogs shipped into the State each year and killed at Packing Plants and Slaughter Houses number slightly over a million head supplying another additional 160,000,000 lbs. of the dressed product. The remainder, or 403,000,000 lbs. of pork consumed comes into the State as cured meat, (hams, bacon) and also as whole-sale fresh pork cuts and as lard. Thus, the danger of over production of pork in Pennsylvania is remote.

Comparing the average price of live-weight hogs at the six principal Pennsylvania markets to the average price of hogs at Chicago, we find the following facts: In 1921 the average price of hogs at Chicago was \$8.65 per hundred while in Pennsylvania it was \$9.60. In 1922, the average price in Chicago was \$9.20, in Pennsylvania \$10.25.

Another particularly striking fact in connection with the pork produced in the state is that over one half of the hogs marketed are killed and dressed on the farm and sold as dressed pork. Figures from 476 farms in Pennsylvania, selected at random from a survey conducted by the State Department of Agriculture in 1922 shows that 65% of the hogs produced on these farms were marketed as dressed pork, 35% were sold live-weight. Another interesting point was the average of pork consumed per farm, which average is 689 lbs. per farm. Right here it might be stated that the rural population alone consumes annually 224,000,000 lbs. of pork which is approximately 64,000,000 lbs. more than is produced in the State. In the rural population is included, of course, small towns and villages of less than 2500 population.

Important also, is the number of farms where brood sows are maintained. The 1920 census shows that 73,702 Pennsylvania farms kept one or more sows for breeding purposes. The total number of brood sows at the time the census was taken, was 143,239 an average of two brood sows per farm. This has an economic bearing on the pork production in Pennsylvania as will be pointed out a little later in the report.

MARKET DEMAND—The present day market demands are for a hog of high dressing percentage, weighing from 180 to 225 pounds live weight. Over-fat hogs are discriminated against because of the present sluggish export trade in lard. Handyweight killers are always preferred by butchers and packers.

QUALITY—Pennsylvania pork producers have an unusual opportunity in the development of even a better market for country sausage, cured ham and allied pork products as evidenced by the reputation already attained by several producing sections. The consumer desires certain pork products where quality is maintained and a standard product is produced direct from the farm.

SHIPPING ASSOCIATIONS—There are a limited number of sections in the state where the supply of pork produced is in excess of the demands of the immediate territory. Such communities will find it advantageous to ship carload lots of a uniform grade and weight of finished hogs to a central live stock market. A cooperative shipping association will function to the mutual advantage of all farmers who reside in a section of this description.

PRODUCTION—Five factors should be considered: blood, feed, forage, proper quarters and swine mentality.

BLOOD—For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, the growthiness of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

FEED—To attain a satisfactory mark on the measuring stick, i. e. cost of production, a common sense method of feeding is imperative. Such a system must include regularity; a balanced ration, obtained by adding to home-grown grains a small amount of a good quality protein supplement, preferably of animal origin. Lastly, the hogs' taste demands palatability and variety, his stomach a concentrated mixture and his bony framework and vital tissues, ample mineral matter.

GREEN LEGUMES—To insure the best thrift and vigor in swine and as an aid in warding off disease, green feed is paramount. Legumes manufacture food nutrients from the soil and air. By combining the nutritious succulent legume crop with a proper grain mixture, a 25% saving in the feed bill is assured. For average farm conditions one hundred pounds of pork can be produced at the lowest unit cost, via, the forage crop and grain route.

QUARTERS—Admitting the outstanding importance of blood, feed and forage, the pork raiser will still fall short of the most desirable results if dry sanitary sleeping quarters and well drained roomy outside lots are not provided for the breeding herd as well as the growing pigs.

MENTALITY—Mentality in swine raising includes mating at the proper time of year, care of the sow at farrowing, successful rearing of pigs to weaning age and the ever alertness of the feeder to do those things which make for 100% success.

COMMUNITY SWINE BREED ASSOCIATIONS—Particular attention is called to the community swine breeders' association which is peculiarly adapted to the swine improvement work in Pennsylvania. The community functions here as the unit in pork production instead of the individual farm as under midwest conditions. It is economically sound to place a high class sire in a community to be mated to from 35 to 40 sows owned by eight to fifteen farmers located within reasonable proximity of the keeper of the sire. That this plan under Pennsylvania conditions is generally accepted is attested by the fact that there are today 90 community swine breeders' associations in the State, representing a membership of 1400 farmers. These associations have all been organized during the past five years.

STATE, GOVERNMENTAL AND EDUCATIONAL AGENCIES—The Bureau of Animal Industry of the State Department of Agriculture should be commended in their success in keeping the ravages of hog cholera at a low ebb. Further educational work along preventative measures in the control of hog cholera and internal parasites should be developed in connection with the swine improvement program of the State. Existing regulatory disease control measures now on our statute books should continue to be rigidly enforced.

Further research and investigation is essential in disease control and in breeding and feeding problems. Also, there is an increasing need for correct market information.

STATE BREED ASSOCIATIONS—There is a broad field of work for state breed associations which will combine the local organizations for a statewide program of swine and breed improvement keeping in mind the satisfying of market demands both for pork products and purebred breeding stock.

The value and importance of pork in the diet should be given wide publicity. This is a part of the work of the state swine breeders' associations. Strong state associations are an important factor in the further success of the swine industry of Pennsylvania.

The time has arrived when Pennsylvania swine breeders should enter the show ring in interstate competition. This is essential if Pennsylvania is to be recognized as a center for purebred hogs in the east as a pork producing state.

Chairman, Dr. H. H. Havner,
State College.

Geo. S. Barnhart,
Greensburg.

Levi Yoder,
Reedsville.

Secretary, J. M. Fry,
Sunbury.

R. L. Rumberger,
Uniontown.

W. E. Knouse,
Biglerville.

The report of the Tobacco Committee was then presented by Otto Olson, Secretary, and adopted as read.

REPORT OF THE TOBACCO COMMITTEE.

Chairman, John F. Weaver — Secretary, Otto Olson

There are about 54,000,000 pounds of cigar leaf tobacco grown annually in Pennsylvania, which is used chiefly for cigar binder and filler purposes. The tobacco is prepared or processed by the buyer to whom it is sold as a raw product by the grower. The trade requirements for these classes of tobacco vary considerably, and much experimental work is needed to meet the demand. At present the tobacco desired by the trade must be thinner than formerly, requiring somewhat different methods in production. The demand for Pennsylvania tobacco is increasing, and the supply is not meeting the demand for the better grades.

Marketing conditions of tobacco in Pennsylvania leave much to be desired. The crops are bought on the farms by the packer or manufacturer, to be delivered to the warehouses. The prices paid vary considerably from year to year, and depend chiefly on general conditions of prosperity. There is much room for improvement in the methods of production and handling, to say nothing of the great need of standardization of grades.

Pennsylvania tobacco competes chiefly with Ohio tobacco, and to a lesser extent with Wisconsin, New York and Connecticut tobacco. These states expend considerably more money on research work on tobacco than Pennsylvania does. Improved methods of crop production and handling are absolutely necessary in order to hold and to extend the industry.

Cooperative action in the tobacco industry was begun in Lancaster county in 1892 by the formation of the Lancaster County Tobacco Growers' Association, followed by Clinton county in 1912 and York county in 1914. An outgrowth of these associations was the formation of the following cooperative companies and associations: Seed-leaf Growers Company in 1915; Lancaster County Tobacco Growers Company in 1919; Mount Joy Farm Products Company in 1919, and the Lititz, Ephrata, Mountville and Clinton County Cooperative Farm Products Associations in 1922.

It would be highly desirable to have standard varieties or strains of tobacco grown in Pennsylvania, because at present there is a wide divergence of types, leading to confusing conditions in regard to marketing and to prices paid. Some work has been done in Lancaster and Clinton counties in order to develop plants of a uniform type, and considerable success has been attained. The differing soil types, cultural habits, and varying trade demands, however, make this work difficult.

More thorough knowledge is needed in order to combat insects and diseases affecting tobacco, which annually destroy thousands of pounds of tobacco.

Cooperative purchase of supplies has been practiced for years in Lancaster county and we recommend the extension of this practice so as to keep down the cost of production.

Governmental agencies can most effectively assist in developing the tobacco industry by continuing and increasing the appropriations for tobacco experimental work, which is at present conducted only in Lancaster and Clinton counties, in order to secure more knowledge in regard to cultural methods and disease and insect control. In this connection we desire to submit our views on Bill No. 177, introduced by Mr. Diehm January 30, 1923, appropriating the sum of \$8,000 for the next two fiscal years beginning June 1, 1923, for the purpose of tobacco experimental work.

We advocate the passage of this Bill and claim that it cannot be classed as one aimed exclusively for the benefit of tobacco growers, because the experiments concerning root rot, mosaic and other diseases which are not confined to tobacco, as well as those for the control of insect pests, are of great value to growers of other crops, notably corn, tomatoes, and vegetables generally. This applies to fertilization experiments also. We also call attention to the fact that all such appropriations as are called for by this Bill are matched by an equal appropriation from the Federal Government, and that if this appropriation be not granted by the State Government there may be danger that the Federal appropriation be discontinued also. This will probably result in some other State acquiring the experimental work which is so badly needed here by reason of certain conditions peculiar to Pennsylvania.

In view of all these considerations, we express our emphatic endorsement and approval of the Bill carrying said appropriation as introduced by Mr. Diehm, and beg that the Executive branch and the State Department of Agriculture will not oppose its passage.

We also recommend sufficient appropriations be granted the Pennsylvania State College for the establishment of a Department of Agricultural Economics, with a view to training men to handle cooperative packing organizations.

In conclusion, we wish to emphasize the need for better and more accurate dissemination of information regarding crop and market conditions in the tobacco industry, appropriations for experimental work, and tariff regulations suitable for tobacco growers.

We also call attention to the fact that the Pennsylvania State Department of Agriculture is now printing a bulletin describing the cigar leaf tobacco industry in Pennsylvania, which will soon be ready for distribution. A full description is given of the various types of Pennsylvania tobacco, and the place occupied in Pennsylvania by the tobacco industry is clearly shown.

Chairman, John F. Weaver,
Lancaster, R. No. 4
J. B. McCool,
Lock Haven.
L. Ruppin,
Ephrata, R. No. 4
John G. Reist,
Mount Joy,

Secretary, Otto Olson,
Ephrata,
H. S. Nolt,
Columbia,
Miles W. Fry,
Ephrata, R. No. 1
E. K. Hibshman,
State College,

There was a brief discussion on cooperative marketing by R. L. Kimbrough, with particular reference to handling and marketing of the tobacco crop.

The Secretary of the Grain & Hay Committee, George A. Stuart stated that a number of the members of the Committee felt that the report of the Committee submitted on the previous day had not adequately covered the outline which the Committee was requested to follow. Those members of the Committee who were present on Wednesday morning had accordingly held a second meeting of this Committee and desired to submit the following report which is entirely supplementary to the preceeding one. The supplementary report was approved as read.

SUPPLEMENTAL REPORT OF THE GRAIN COMMITTEE.

1. The market demands for local consumption, wheat of standard high quality varieties that is clean, dry and sound and free from garlic, cockle and other impurities and which will grade a No. 2 red winter by the Federal Standards.

2. Pennsylvania wheat is not meeting this market demand, because

- a. Proper methods of harvesting are not being used generally thruout the State.
- b. Clean sound seed is not being used. Analysis of samples taken from drills show that the wheat being planted has an average grade of only No. 4 red winter.

- c. Approximately 61% of the wheat shipped in to the terminal or export markets grades sample grade.
- d. Approximately 45% of the wheat so shipped is infested with moth and garlic.
- e. Only about 25% meets the requirements of No. 2 red winter.
- f. Too many poor milling quality varieties are being grown, which prevents millers from producing standard quality flour.

3. Pennsylvania wheat and wheat products must meet competition of wheat and products from the central and northwestern states that have been graded and standardized and are not discriminated against in the competitive markets because of angoumois moth, garlic and other foreign material. Further Pennsylvania wheat and products must meet competition of products from other states which have adequate facilities for cleaning, drying and storing wheat by grade that makes possible the production of a high grade flour, which local bakers will buy in preference to the product from our own state.

4. Your committee has records of only one cooperative wheat marketing organization within the state. At the present time there is no definite information regarding the success of this organization. We feel that the successful marketing of wheat within the state at the present time depends more upon the production of a higher quality product and the establishment of a standard system of grading than upon cooperative marketing development.

5. The grain committee respectfully recommends that research work be conducted to determine the proper varieties to be used from the standpoint of milling quality and to increase our knowledge of methods for the control of the angoumois grain moth and eradication of garlic and other noxious wheat seed by the Pennsylvania Department of Agriculture and the Pennsylvania State College and the dissemination of such information through Extension Service.

The committee further recommends that sufficient funds be appropriated for adequate buildings to house milling equipment that has already been donated to the college, in order that a more complete course in milling may be conducted than is possible under present conditions. Also it is recommended that courses in the grading and handling of Pennsylvania wheat be incorporated in the college course of study.

It is recognized that the Pennsylvania Department of Agriculture and the Extension Service of Pennsylvania State College have made great progress in demonstrating their most efficient practices for the control of the grain moth, garlic and other pests and in the dissemination of information regarding better milling varieties of wheat, sources of pure seed of the best varieties, the baking qualities of good Pennsylvania wheat flour and the best methods of grading and stand-

ardizing the product. The committee recommends that some provision be made to increase these activities so that this information can be carried to the farmers, millers, bakers in order that they can become familiar with these practices at the earliest possible moment.

C. P. Omwake,
Greencastle.

Secretary, George A. Stuart,
Harrisburg.

John Knode,
Chambersburg.

James I. Smith,
New Hope.

H. H. Pratt,
West Chester.

Robert Atkinson,
Wrightstown.

J. C. Thompson,
Lewistown.

H. M. Kauffman,
Lancaster, R. D. 2.

H. E. Hodgkiss,
State College.

H. B. Musser,
State College.

After the reading of the supplementary report, H. M. Patterson, President of the Pennsylvania State Millers' Association stated that he had not been present in time to meet with the second committee, but that the supplementary report had his hearty approval.

Secretary Willits then called for the report of the Committee on Organization and Morris T. Phillips presented the following report:

"That the Conference organized under the name of the State Federation of Agricultural Organizations of Pennsylvania, having as its object, the safeguarding and promotion of the agricultural interests of the state in the matters of marketing, more economical production, legislation, and such matters as may arise affecting agriculture."

"The Committee suggests that the membership be composed of representatives from any actual active farmers' organization of Pennsylvania."

"The Committee suggests that the Secretary of Agriculture appoint a Committee to perfect a working organization."

Mrs. F. B. Black
W. S. Wise
M. T. Phillips

On motion duly seconded the resolution and recommendations of the Committee were unanimously adopted.

On motion duly seconded a rising vote of thanks was extended to the Secretary of Agriculture for the opportunity given to the agricultural organizations of the state to attend this conference, which should prove of great value to the farmers and to the agriculture of the state.

Secretary Willits said in closing the conference that he appreciated very much the gathering of farm interests at this meeting, that by getting together we would know each other better and learn our various problems. That a careful analysis of the proceedings would enable all to see where benefits could be obtained. He further stated that he was determined that everyone should have equal treatment, that the Department was the farmers' department, and that he would give the best in him for the whole agriculture of the state.

The Chairman then declared the Conference adjourned.

Aug. A. Miller,
Secretary of Conference.

The following persons attended the Conference, but were not assigned to any particular Committee:

General Committee

Harvey S. Adams,
Harrisburg.

Mrs. Frank B. Black,
Garrett.

Dr. Leonard P. Fox,
Harrisburg.

R. P. Kester,
Philadelphia.

John G. Miller,
Pine Grove Mills.

J. A. Rosenberger,
Philadelphia.

Dr. J. M. Thomas,
State College.

Frank A. Zimmerman,
Chambersburg.

H. F. Ruhl,
Manheim.

Dr. F. D. Kern,
State College.

G. H. Bedell,
Pittsburgh.

Prof. J. H. Kellogg,
Harrisburg.

L. H. Wible,
Harrisburg.

Miss Katherine Bell,
Marysville.

W. C. Byers,
Harrisburg.

Sen. Edward E. Jones,
Susquehanna.

John A. McSparran,
Furniss.

H. V. Morgan,
Philadelphia.

E. J. Stackpole, Jr.,
Harrisburg.

Prof. M. S. McDowell,
State College.

E. H. Taylor,
Philadelphia.

John K. Gorman,
Coalport.

C. R. Havinghurst,
Beaver Falls.

E. G. Bressler,
State College.

W. J. Watts,
Brandywine Summit.

L. H. Dennis,
Harrisburg.

R. K. Stackhouse,
Pittsburgh.

D. M. Hoffman,
Biglerville.

W. S. Snyder,
Everett.

Clayton S. Starner,
Aspers, R. No. 2.

J. L. Healy,
Harrisburg.

Dr. W. A. Haines,
Bristol.

Samuel Swartz,
Spring Grove.

H. H. Pratt,
West Chester.

R. L. Kimbrough,
Lancaster.